

SIGNAL #4 &amp; #5

# Distributed & Urban Storage Markets Explicitly Opened

## → ~10% via Decentralized ESS

About 10% of the overall storage target is earmarked for decentralized energy storage systems — a major distributed market signal.

## → Urban Solar+Storage Hubs

100–250 MW hubs envisaged near major cities and industrial clusters, targeting C&I buyers seeking reliable, green, firm power.

## → Rooftop Storage Mandate

Projects above 100 kW seeking connectivity from 1 Apr 2026 onward must include minimum storage at 50% of RE capacity for 2 hours.

## PROJECT ENABLEMENT

# Land, Parks & Ease-of-Doing-Business

1

**Government Land at ₹1/yr**

30-year nominal lease available for applicable projects — dramatically reduces upfront land cost.

2

**Private Land Benchmark**

Higher of 6% of land value or ₹1.25L/ha/yr with 3% annual escalation — standardized and transparent.

3

**NA Tax/Premium Waiver**

Non-agricultural conversion tax and premium waived for RE and storage projects under the policy.

4

**15 REIZs by FY 2035-36**

At least 10 Renewable Energy Industrial Zones by FY30, 15 by FY36, backed by ₹500 crore in budgetary support.



# What This Means for Industry Players



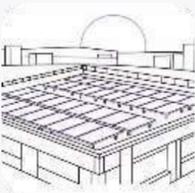
## RE Developers

Hybrid and firm power products are now the competitive frontier — standalone RE without storage faces structural headwinds.



## BESS OEMs & Integrators

Massive pipeline across utility-scale co-located, stand-alone, and distributed storage segments with clear policy backing.



## C&I Buyers & Infra Players

Urban hubs and reliable green power procurement open new channels for industrial and commercial energy buyers.



## The Strategic Takeaway: Firmness & Flexibility Win

Maharashtra is clearly shifting from a "lowest-tariff standalone RE" mindset toward a **firmness, flexibility, and system-value** approach. Value will accrue to projects that solve for time-of-delivery, storage duration, congestion, and grid support — not just installed MW.

### Hybrid RE

Core pathway

### Stand-Alone Storage

New market

### Distributed ESS

Urban growth

### Flexibility Services

Value driver

This policy as a **strong market-development signal.**